

Message Text

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51

ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-03 INR-05 L-01 ACDA-05

NSAE-00 PA-01 RSC-01 PRS-01 SP-02 USIA-06 TRSE-00

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C O N F I D E N T I A L USNATO 5711

E.O. 11652: GDS, 12-31-80

TAGS: MARR, NATO

SUBJECT: NATO-HAWK KLYSTRON PROCUREMENT - FOLLOW-ON ACTIONS

SECDEF FOR OASD(I&L)-MR D. CUFFE; ODDR&E; OASD(ISA); AND DSAA.

REFS: A. USNATO 5522.

B. USNATO 5572.

C. USNATO 5651.

BEGIN SUMMARY. FRG HAS NOW JOINED THE NETHERLANDS IN EXPRESSING RESERVATION TO THE REFLEX KLYSTRON TUBE PROCUREMENT WHICH THE BOD VOTED TO AWARD TO THOMSON. PROSPECTS FOR OBJECTIVITY IN PROCUREMENT APPEAR TO BE IMPROVING. END SUMMARY.

1. THE NATO-HAWK BOARD OF DIRECTORS (BOD) VOTED AGAINST US INTERESTS IN TWO INSTANCES IN THE BOD MEETING OF 1-3 OCT 74 (REPORTED REFS A AND B). IN A LATER DEVELOPMENT, AS REPORTED IN REF C, THE NETHERLANDS (NL) MEMBER OF THE BOD WITHDREW HIS CONCURRENCE IN THE BOD DECISION OF 2 OCT 74 TO PROCURE 845 REFLEX KLYSTRONS FROM THOMSON C.S.F. HE HAS ASKED THE NATO-HAWK MANAGEMENT OFFICE
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(NHMO) TO WORK THROUGH NAMSA TO OBTAIN EQUAL PRODUCT (ELECTRON TUBE) GUARANTEES FROM BOTH THOMSON AND VARIAN.

2. THE NL DIRECTOR ALSO SAID QUOTE IF IT

SHOULD TURN OUT THAT THE GUARANTEES GIVEN BY THE TWO COMPANIES
DIFFER SLIGHTLY ONLY IT SHOULD BE INVESTIGATED WHETHER THIS
DIFFERENCE DOES JUSTIFY THE EXISTING PRICE DIFFERENCE UNQUOTE.

3. NATO-HAWK LIAISON OFFICE (NHLO), PARIS, NOTIFIED MISSION
ON 15 OCTOBER THAT THE FRG DIRECTOR HAS CONCURRED, IN GENERAL,
WITH THE APPROACH TAKEN BY THE NL (REF C) AND CONSEQUENTLY
HAS PLACED A RESERVATION AGAINST THE BOD DECISION OF 2 OCT 74
PENDING CLARIFICATION OF THE GUARANTEE PROBLEM. THE FRG DID
NOT COMMENT ON THE NL OPINION QUOTED IN PARA 2 ABOVE.

4. IN MISSION VIEW, WITH TWO MAJOR PARTICIPATING NATIONS NOW
RESERVING ON THE BOD DECISION, AS NOTED IN REF C, VARIAN STILL
HAS A CHANCE, NOW IMPROVING, OF RECEIVING FAIR
TREATMENT IN THIS PROCUREMENT.
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